



# CONSORZIO ETERIA

COMPANY PRESENTATION

*06 July 2023*

# ESTABLISHMENT OF THE CONSORTIUM

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ETERIA was established on June 21st, 2021 .

Two of the main Italian industrial groups, the **Caltagirone family** on the one hand and the **Gavio family** on the other, decided to strike a deal to contribute to the infrastructural revitalization of the Country, identifying in the establishment of a Stable Consortium the instrument to reinforce the axis in construction sector.

**A CONSORTIUM FOR  
THE COUNTRY'S INFRASTRUCTURAL RELAUNCH**





The Consortium is **equally participated by the two groups.**

It was created with the aim of pooling the industrial experiences and long-term skills in the construction of complex works of **VIANINI LAVORI (Caltagirone Group)** and **ITINERA (Gavio Group)**

The Consortium presents an **undoubted capital and financial capacity** of the two groups, common values and vision of the business.

**A CONSORTIUM OF COMPETENCES TO  
BUILD THE ITALY OF TOMORROW**



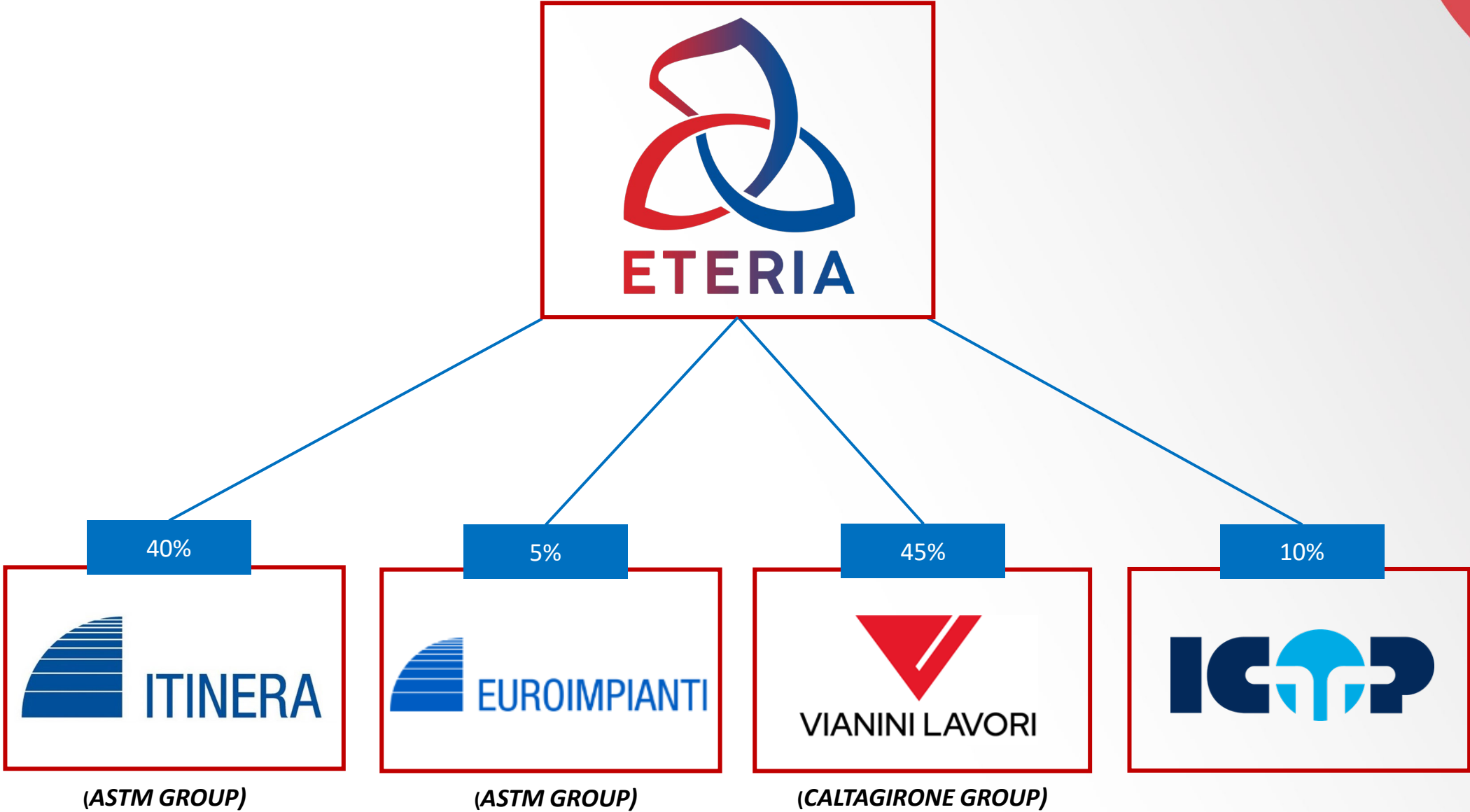
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Eteria is a new reality capable of presenting itself as **a major Italian construction pole**, able to develop important **infrastructure projects** and thus contribute to the **industrial and employment relaunch of the country**.

**ETERIA** looks to the future and the relaunch of Italy in a post-pandemic horizon, **creating value** and ensuring **greater competitiveness** at the service of the country.

**A CONSORTIUM TO PLAN THE FUTURE**

# SHAREHOLDERS OF ETERIA CONSORTIUM



*(ASTM GROUP)*

*(ASTM GROUP)*

*(CALTAGIRONE GROUP)*



# Economic and Financial Capacity



VIANINI LAVORI

**€ 79.2 million**

Revenues



ITINERA

**€ 1.41 billion**

Revenues



EUROIMPIANTI

**€ 133 million**

Revenues



**€ 92 million**

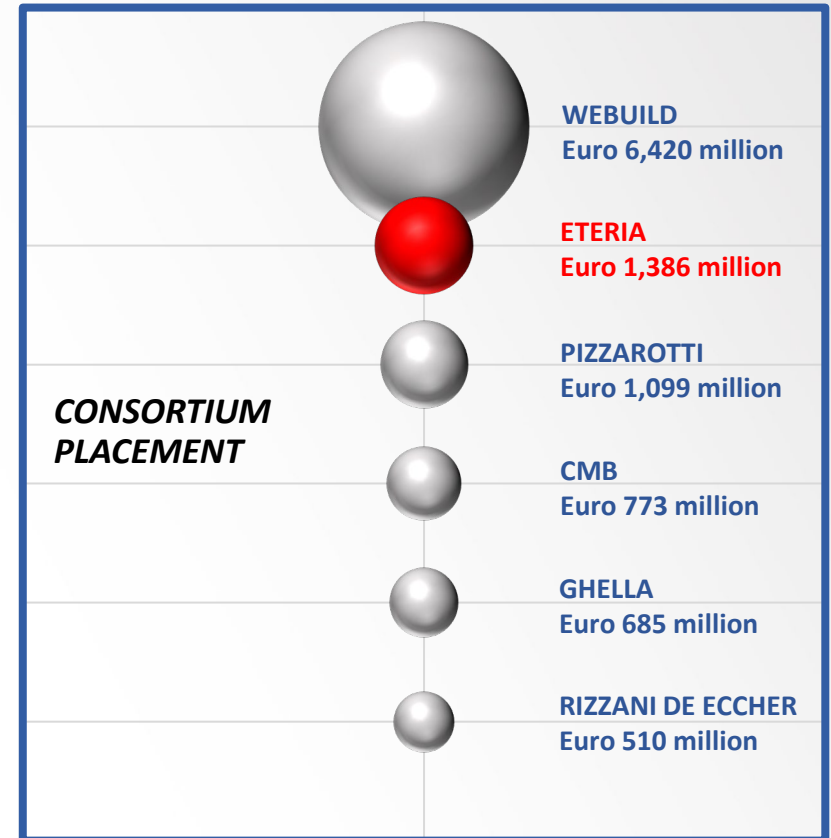
Revenues



**€ 1.71 billion**

Consortium Revenues

The 2021 revenues of the **ETERIA** consortium, vs. the 2021 revenues of the largest companies in the sector (million €):





# REFERENCE MARKET

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The consortium's strategy is to **exploit the synergies, experiences and references** of the members to face the Italian market of public and private works.

**RAILWAYS**

**METRO**

**ROADS**

**AIRPORTS**

**PORTS**

**HOSPITALS**

**Public Sector**

**UTILITIES AND INTEGRATED WATER CYCLE**

**BUILDINGS WITH A HIGH TECHNOLOGICAL CONTENT**

**CIVIL, INDUSTRIAL AND COMMERCIAL BUILDINGS**

**Private Sector**

# OUR EXPERIENCE: *Railways*

C.A.V. TO-MI



Construction of the High-Speed Railway Line TO\MI  
(Brandizzo – Agognate - Biandrate)

ITINERA S.p.A.

T.A.V. S.P.A



Construction works of Rome-Naples High Speed railway - Lots  
2.1 and 2.2. From Km. 84 + 434 to Km. 124 + 471

VIANINI LAVORI S.p.A.

R.F.I. - Gruppo Ferrovie  
dello Stato S.p.A.



Railway line crossing works (Treviglio - BG)

I.CO.P. S.p.A.

FERROVIE NORD S.p.A.



T1-T2 Railway connection – Milan Malpensa Airport

ITINERA S.p.A.



# OUR EXPERIENCE: *Railways*

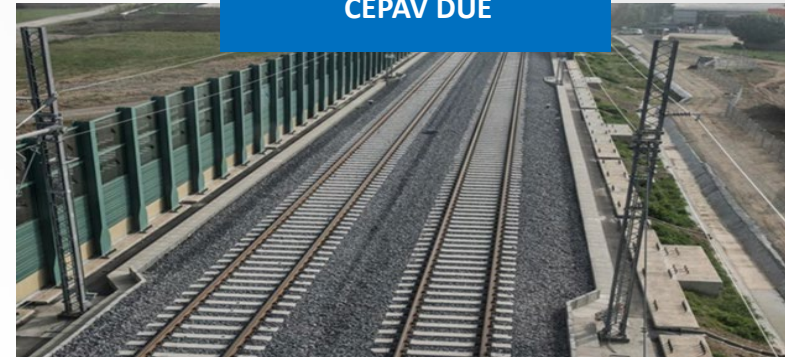
**FERROVIE NORD S.p.A.**



Novara-Seregno Railway Line upgrade, Castano Primo – Turbigo section.

**ITINERA S.p.A.**

**CEPAV DUE**



Construction of the railway connection HS/HC, (Section Treviglio-Brescia)

**ITINERA S.p.A.**

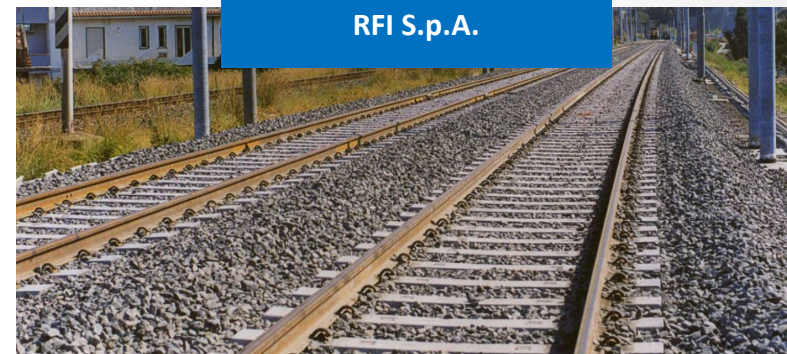
**FERROVIE NORD S.p.A.**



Construction of the new rolling stock maintenance facility in Camnago

**ITINERA S.p.A.**

**RFI S.p.A.**



Double railway line Palermo –Messina (Cefalù)

**I.CO.P. S.p.A.**

# OUR EXPERIENCE: *Metro*

Metropolitana di Roma



Rome Metro New Line C - T3 Section

VIANINI LAVORI S.p.A.

Metropolitana di Napoli



Naples Metro – Line 1

VIANINI LAVORI S.p.A.

CMT



Cityringen Metro Project  
(Copenhagen – Denmark)

I.CO.P. S.p.A.

EIFFAGE GC RAZEL-BEC



Special Foundations – Paris Metro T2B  
Line 15 South (France)

I.CO.P. S.p.A.

# OUR EXPERIENCE: *Metro*

Gruppo Torinese Trasporti  
S.p.A.



Construction of driverless metro in Turin Lots 3 and 5 – Collegno-Porta Nuova stretch (tunnel 5,300 m)

ITINERA S.p.A.

Regione Calabria



New Metropolitan System (*Catanzaro*)

VIANINI LAVORI S.p.A.

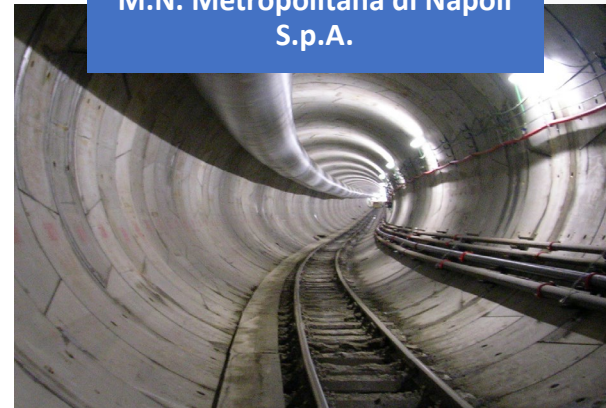
EIFFAGE GC



Special Foundations – Paris Metro Lot 1 Line 16  
(Paris - France)

I.CO.P. S.p.A.

M.N. Metropolitana di Napoli  
S.p.A.



Dante- Garibaldi Metro section,  
Piazza Dante Station and Montesano corridor –  
Line 1

ITINERA S.p.A.

# OUR EXPERIENCE: *Roads*

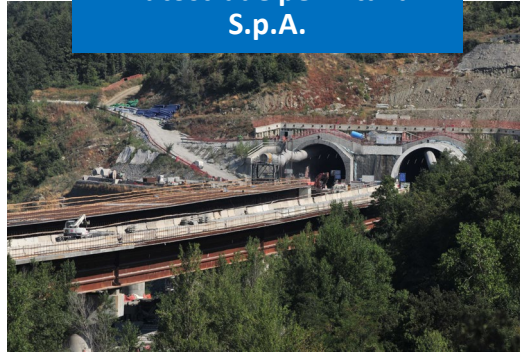
Brebemi S.p.A.



Highway Junction  
Brescia – Bergamo - Milan

ITINERA S.p.A.

Autostrade per l'Italia  
S.p.A.



Construction work on 2 lots of the A1  
motorway between Val di Sambro and  
Badia- Sasso Marconi  
(Sasso Marconi - Bologna)

VIANINI LAVORI S.p.A.

ASTI-CUNEO S.p.A.



Asti-Cuneo Highway  
Lot 4.3 and Lot 5

ITINERA S.p.A.

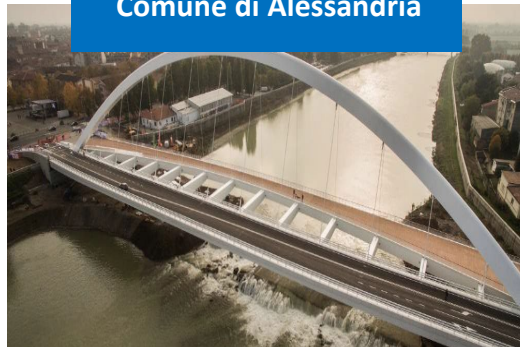
Autovie Venete S.p.A.



1243 – Villesse-Gorizia motorway link

I.CO.P. S.p.A.

Comune di Alessandria



Ponte Meier construction -  
Alessandria

ITINERA S.p.A.

PAVIMENTAL S.P.A.

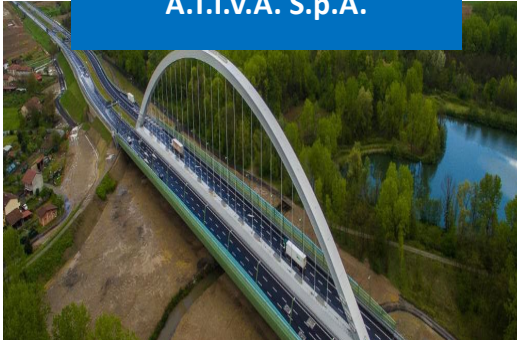


Third lane enlargement of the Santa  
Lucia tunnel on the A1 Highway

EUROIMPIANTI S.p.A.

# OUR EXPERIENCE: *Roads*

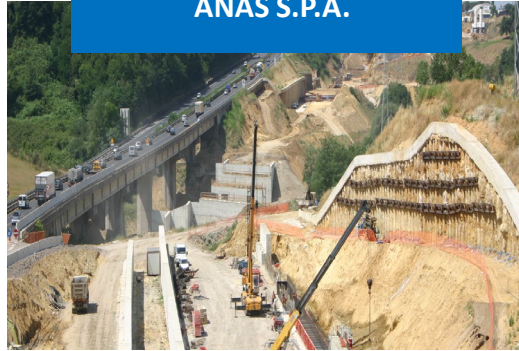
A.T.I.V.A. S.p.A.



Rehabilitation of the Marchetti Viaduct-A4/A5 (Santhià-Ivrea)

ITINERA S.p.A.

ANAS S.P.A.



Gra Highway – North-West Quadrant - Adaptation to three lanes in each direction (Rome)

VIANINI LAVORI S.p.A.

SAV S.P.A.



Adaptation works to the legislative decree 264/2006 for the A5 Turin-Aosta Highway

EUROIMPIANTI S.p.A.

PERGENOVA



Construction of Morandi Bridge - Genoa

I.CO.P. S.p.A.

C.A.L.



Construction of the External East Ring Road of Milan

ITINERA S.p.A.

SAT - Società Autostrada Tirrenica P. UN.



Completion works on the A12 motorway between Tarquinia-Civitavecchia (Lot 6a) – (Civitavecchia)

VIANINI LAVORI S.p.A.

# OUR EXPERIENCE: *Aiports*

SAVE S.p.A.



Rehabilitation runways, apron and hangar construction Marco Polo Airport Venice (Italy)

ITINERA S.p.A.

Taranto Logistica S.p.A.



Logistic platform, dock and pier extension - Taranto

ITINERA S.p.A.

SACBO S.p.A.



Enlargement Pax Terminal, Orio al Serio Airport - Orio al Serio (BG)

ITINERA S.p.A.

AEROPORTO VALERIO CATULLO DI VERONA VILLAFRANCA S.P.A.



Upgrade of Terminal Catullo, Verona

ITINERA S.p.A. / EUROIMPIANTI S.p.A.

S.E.A. S.p.A.



Construction of the aprons, service roads, expansion of the terminal, construction of the ENAC building - Milan Malpensa Airport - Terminal 1

ITINERA S.p.A.

Autorità Sistema Portuale Mare Adriatico Orientale



Logistics Platform between the Timber Terminal and the former Italsider plant (Trieste)

I.CO.P. S.p.A.

# OUR EXPERIENCE: *Hospitals*

**NYT Odense  
Universitetshospital**



Odense Hospital (Denmark)

**ITINERA S.p.A.**

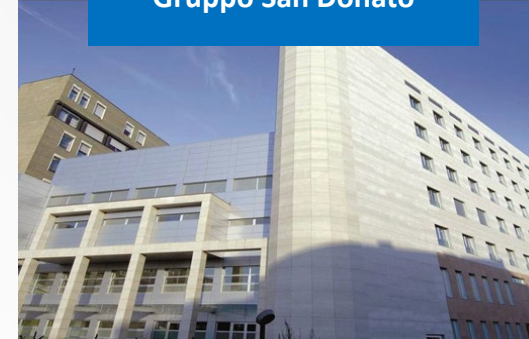
**I.F.O. Istituti  
Fisioterapici  
Ospitalieri**



Construction works of the New S. Andrea Hospital building - 3 Lots - Rome

**VIANINI LAVORI S.p.A.**

**Gruppo San Donato**



Enlargement of the San Donato Hospital

**ITINERA S.p.A.**

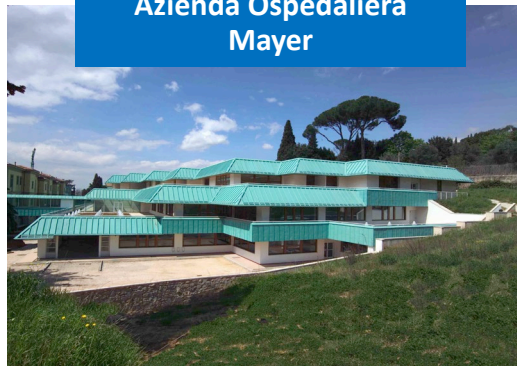
**Ospedale San Raffaele**



The New Surgery and Emergency Hub - Via Olgettina (Milan)

**ITINERA S.p.A.**

**Azienda Ospedaliera  
Mayer**



Mayer children's hospital

**ITINERA S.p.A.**

**GKSD EDILE S.P.A.**

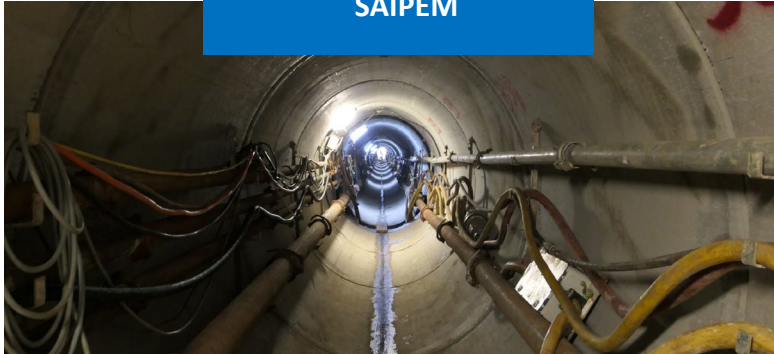


New Galeazzi Hospital - Milan

**EUROIMPIANTI S.p.A.**

# OUR EXPERIENCE: *Utilities and Integrated water cycle*

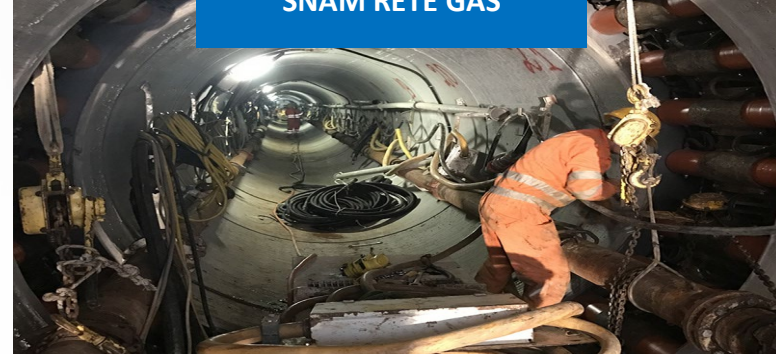
SAIPEM



1365 - Gas pipeline *Trans Adriatic Pipeline* at Melendugno (Lecce)

I.CO.P. S.p.A.

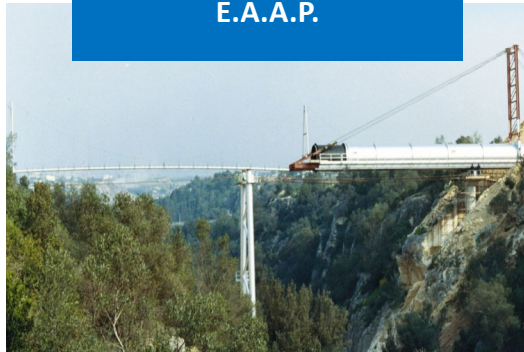
SNAM RETE GAS



Construction of Direct Pipe and Microtunnel (*Cervignano – Mortara*)

I.CO.P. S.p.A.

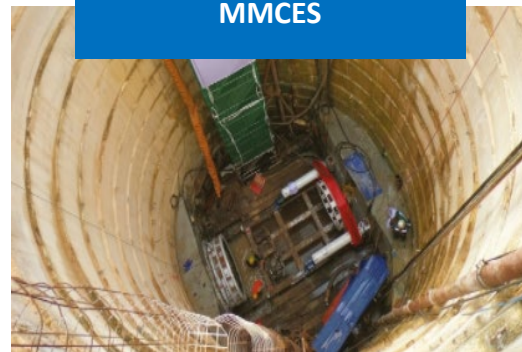
E.A.A.P.



Works to supply water to the Sinni from the Monte Cotugno reservoir in Grottaglie – (Lecce)

VIANINI LAVORI S.p.A.

MMCES



Construction of the Sungai Langat sewerage system, Kajang, Malesia

I.CO.P. S.p.A.

Provveditorato Interregionale per le Opere Pubbliche della Campania, Molise e Basilicata



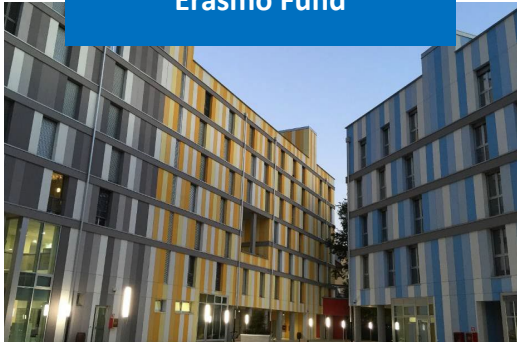
Pavoncelli Bis Tunnel – Sele-Calore – Avellino Tunnel

VIANINI LAVORI S.p.A.



# OUR EXPERIENCE: *Civil, industrial and commercial buildings and buildings with a high technological content*

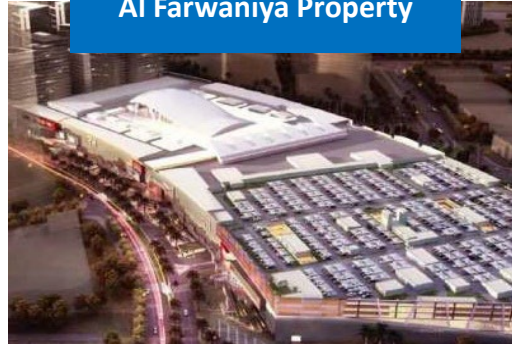
Erasmus Fund



Construction of University Accommodation – Turin

ITINERA S.p.A.

Al Farwaniya Property



REEM Mall (Abu Dhabi - UAE)

ITINERA S.p.A.

Università di Torino



Construction of New Einaudi Campus (Law School and Political Science)

ITINERA S.p.A.

T.E.A. S.p.A.



Construction of Arese Mall (Milan)

ITINERA S.p.A.

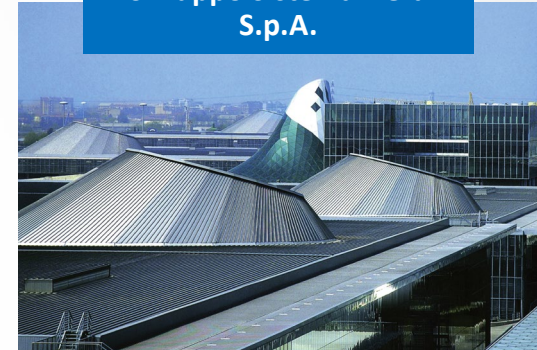
Intesa San Paolo S.p.A.



Excavations, diaphragms and complementary works - New Intesa S. Paolo business centre (Turin)

I.CO.P. S.p.A.

Sviluppo Sistema Fiera S.p.A.



Design and construction works of the new Fiera Milano exposition centre.

VIANINI LAVORI S.p.A.

# OUR EXPERIENCE: *Civil, industrial and commercial buildings and buildings with a high technological content*

SEA S.p.A.



ENAC Building – Malpensa Airport

ITINERA S.p.A.

DHL EXPRESS ITALY S.r.l.



New building for DHL in the cargo city area – Malpensa Airport  
(Rozzano - MI)

ITINERA S.p.A.

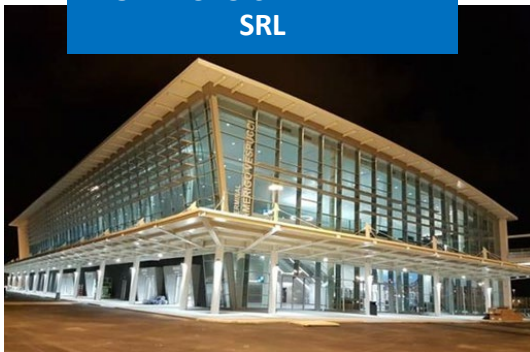
Università di Tor Vergata



Tor Vergata University

VIANINI LAVORI S.p.A.

ROMA CRUISE TERMINAL  
SRL



Amerigo Vespucci Cruise Terminal -  
Civitavecchia Harbor

ITINERA S.p.A.

SEA S.p.A.



Railway station Terminal 2 – Malpensa  
Airport

ITINERA S.p.A.

Ministero della Giustizia



New Courthouse in Vicenza

ITINERA S.p.A.



## ***ITINERA S.p.A.***

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**ITINERA** is one of the main players in the construction of **large infrastructural works and civil and industrial buildings**, as well as in the **development of concession projects and public-private partnerships**.



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**ITINERA** is one of the leading **Italian construction companies** in terms of size, revenues and order backlog.

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**ITINERA is part of ASTM**, one of the most important Italian industrial holding companies. ASTM is mainly active in the **motorway concessions sector** (2nd concessionaire in the world), as well as in the engineering and technology sectors.

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ASTM is controlled by the **Gavio Group**, one of the main Italian industrial groups, owned by the Gavio family (Aurelia s.r.l. 50.5%) and by Ardian (49.5%), a world-leading private investment fund.

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The company is a leader in the implementation of infrastructure projects and operates all over the world: **Europe, America, Middle East and Africa**

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#### **Sectors of interest:**

Road and railway infrastructures, tunnels, underground works, dams and maritime works, civil construction (airports, hospitals, office and tertiary sectors, restorations and renovations), motorway maintenance, prefabricated buildings

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Consolidated Revenues 2022:

**€ 1.41 billion**

# ITINERA S.p.A. MAIN NUMBERS:



**€ 1.41 billion**  
Consolidated revenues 2022



**€ 828 million**  
Revenues Itinera S.p.A. 2022



**€ 5.6 billion**  
Consolidated Backlog (dec. 2022)



**€ 3.3 billion**  
Itinera S.p.A. Backlog (dec. 2022)



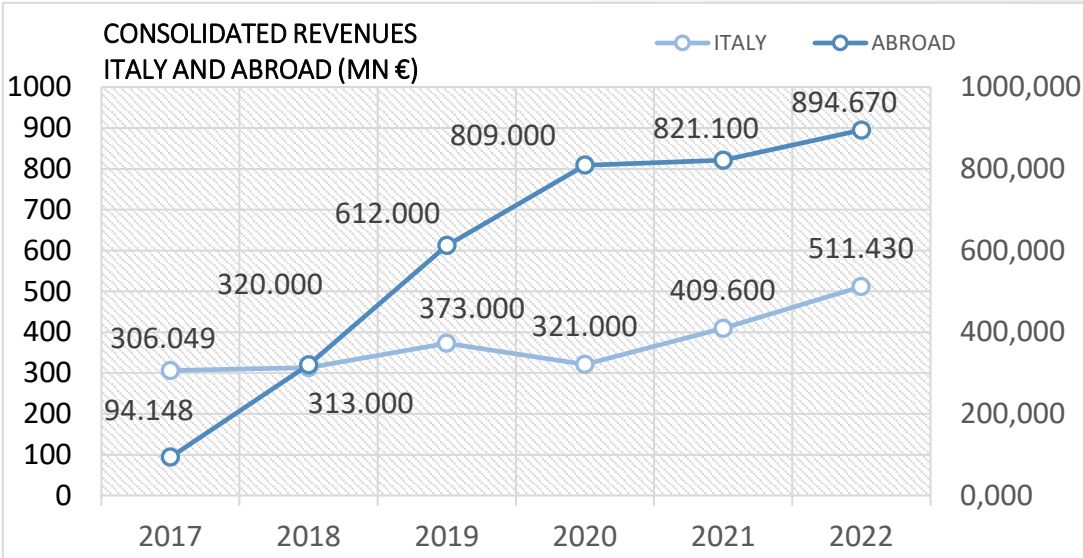
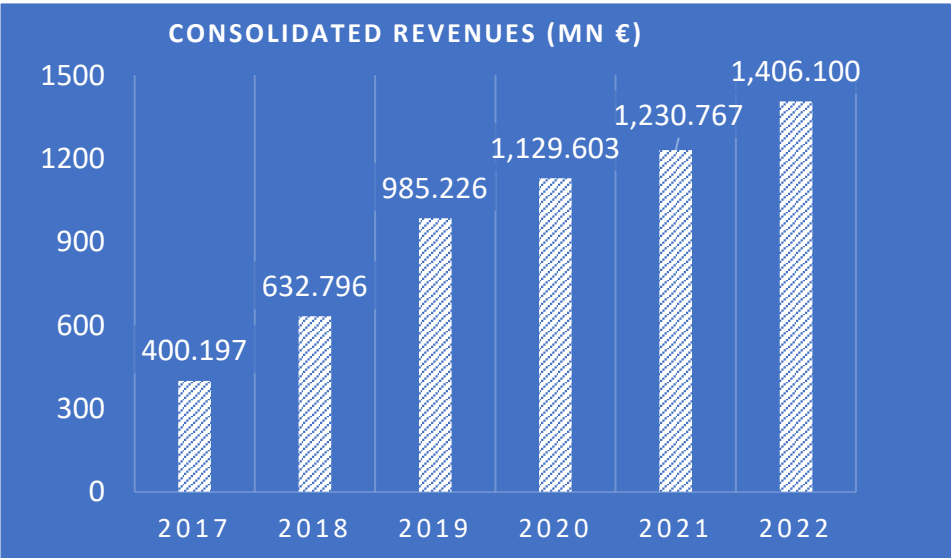
**4,350**  
Employees



**100+ km**  
Tunnel



**1000+ km**  
Roads and Railways infrastructures





## ***EUROIMPIANTI S.p.A.***

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**Euroimpianti, part of the ASTM Group, operates as general contractor for the design and construction in the infrastructure, healthcare, commercial, technological and industrial sectors, being mainly dedicated to the MEP activities .**



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**Euroimpianti** is one of the **main Italian** player in the design and construction of MEP and high-technologies buildings. Euroimpianti has a presence on the **European market**, particularly in **Denmark, France and Romania.**

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**EUROIMPIANTI** is part of **ASTM**, the most important Italian industrial holding companies. ASTM is mainly active in the **motorway concessions sector** (2nd concessionaire in the world), as well as in the engineering and technology sectors.

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The **Company** develops **integrated solutions and EPC of complex systems and latest generation technological systems** for **Infrastructure, Healthcare, Commercial and Technological Building, Industry** sectors

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**Sectors of interest:**

**Road and railway infrastructures, ports and airports, industrial, commercial and residential buildings, motorway maintenance, prefabricated buildings.**

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Consolidated Revenues 2022:

**€ 133 million**

# EUROIMPIANTI S.p.A. MAIN NUMBERS:



**€ 133 million**

Consolidated revenues 2022



**€ 404 million**

Consolidated Backlog (dec. 2022)



**253**

Employees (dec. 2022)



**€ 121 million**

Revenues Euroimpianti S.p.A. 2022



**€ 3.3 billion**

Euroimpianti S.p.A. Backlog (dic. 2022)



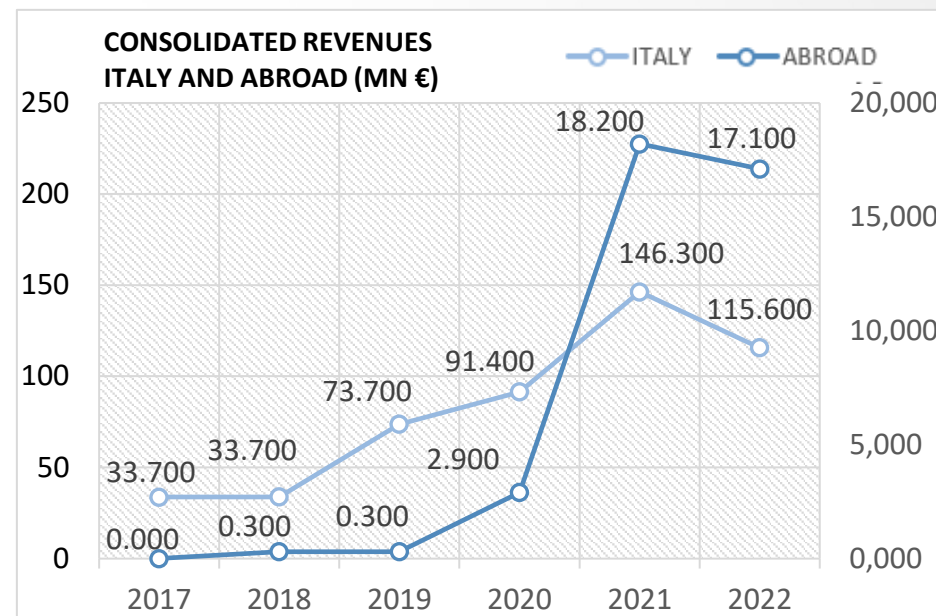
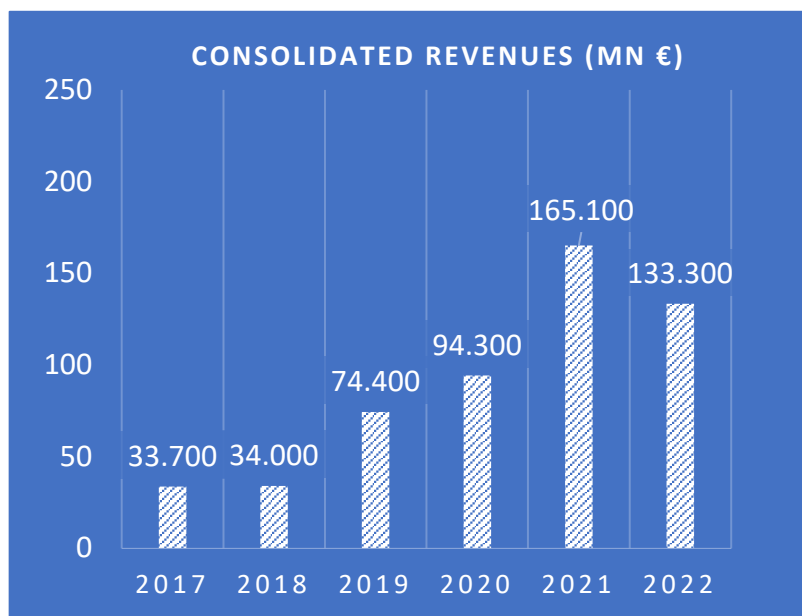
**+ 75mln kg**

Pipes installed in the last 5 years



**+ 1.500 km**

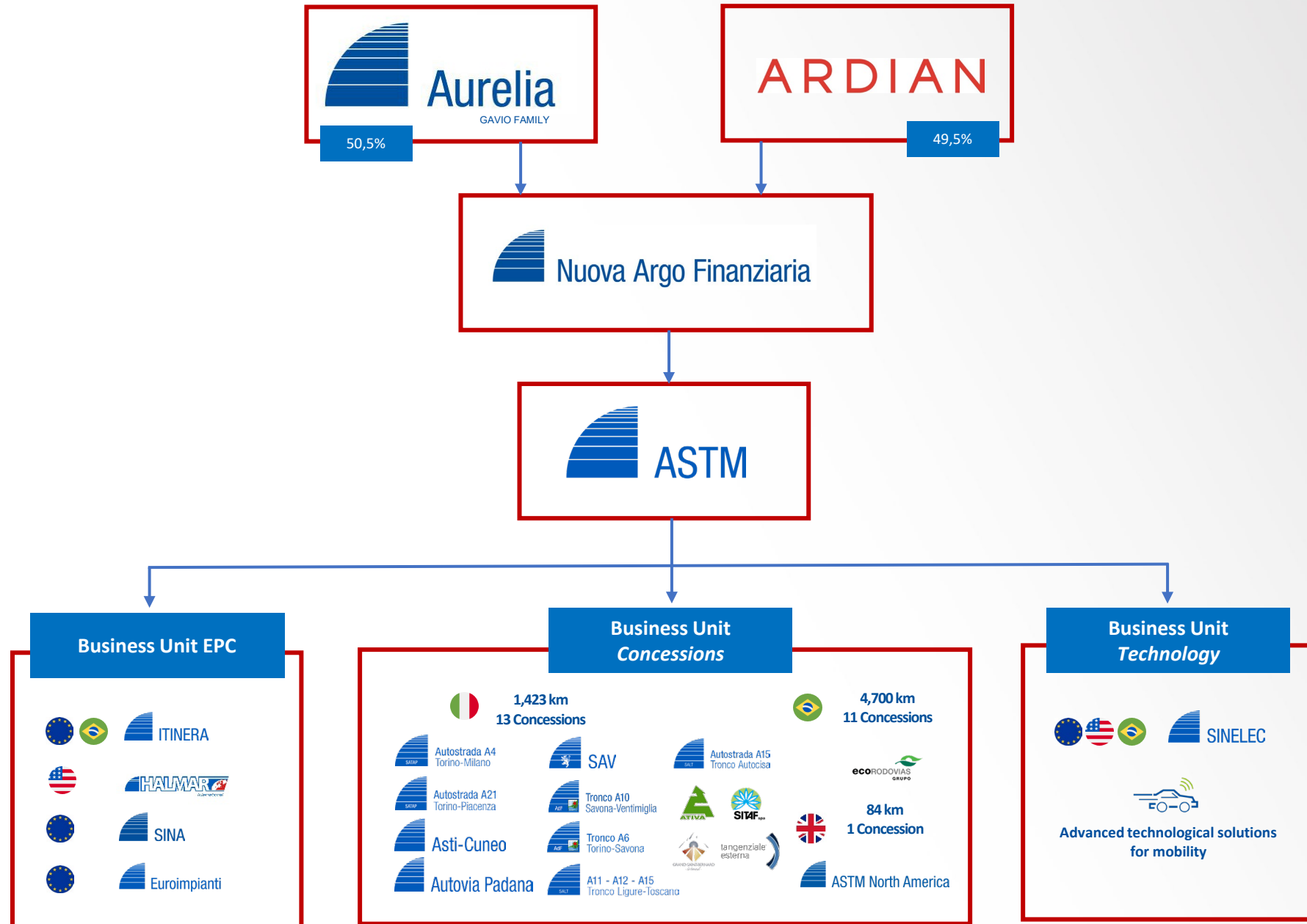
Electric cables installed





# ITINERA S.p.A. and EUROIMPIANTI S.p.A.

## ASTM GROUP STRUCTURE:





VIANINI LAVORI

## ***VIANINI LAVORI S.p.A.***

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**VIANINI LAVORI** is a company of the **Caltagirone Group**, one of the **main Italian private industrial groups**. It has been present for over a century in the most advanced sectors of civil engineering and construction in Italy and abroad.



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As a General Construction Company, Vianini began its activity in the 1920s, acquiring and **carrying out important works both in the private sector and in public works, operating mainly in Europe, Asia, Africa and the American continent, creating over 2000 km of roads, 250 km of tunnels, 12 dams, 3000 km of aqueducts and irrigation pipes, 250 million cubic meters of dredging, 10 km of quays, 380 km of railways and subways, 130 bridges and viaducts and 6 airports.**

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In 1984 Francesco Gaetano **Caltagirone took over the Vianini Group**, listed on the stock exchange, active in the sectors of major works and concrete products and with a **strong international presence.**

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In the last 20 years, VIANINI LAVORI focused on the **Italian market** by carrying out, alone or in partnership, very important infrastructural works.

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#### Sectors of interest:

highways, dams, ports, aqueducts, tunnels, viaducts, civil and commercial construction.

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Consolidated revenues 2022:

**€ 79.2 million**

# VIANINI LAVORI S.p.A. MAIN NUMBERS:

## CONSOLIDATED FINANCIAL STATEMENT 2022



**€ 79.2 million**

Revenues



**€ 0.984 million**

Profit



**€ 113.6 million**

Net Worth



**€ 7,9 million**

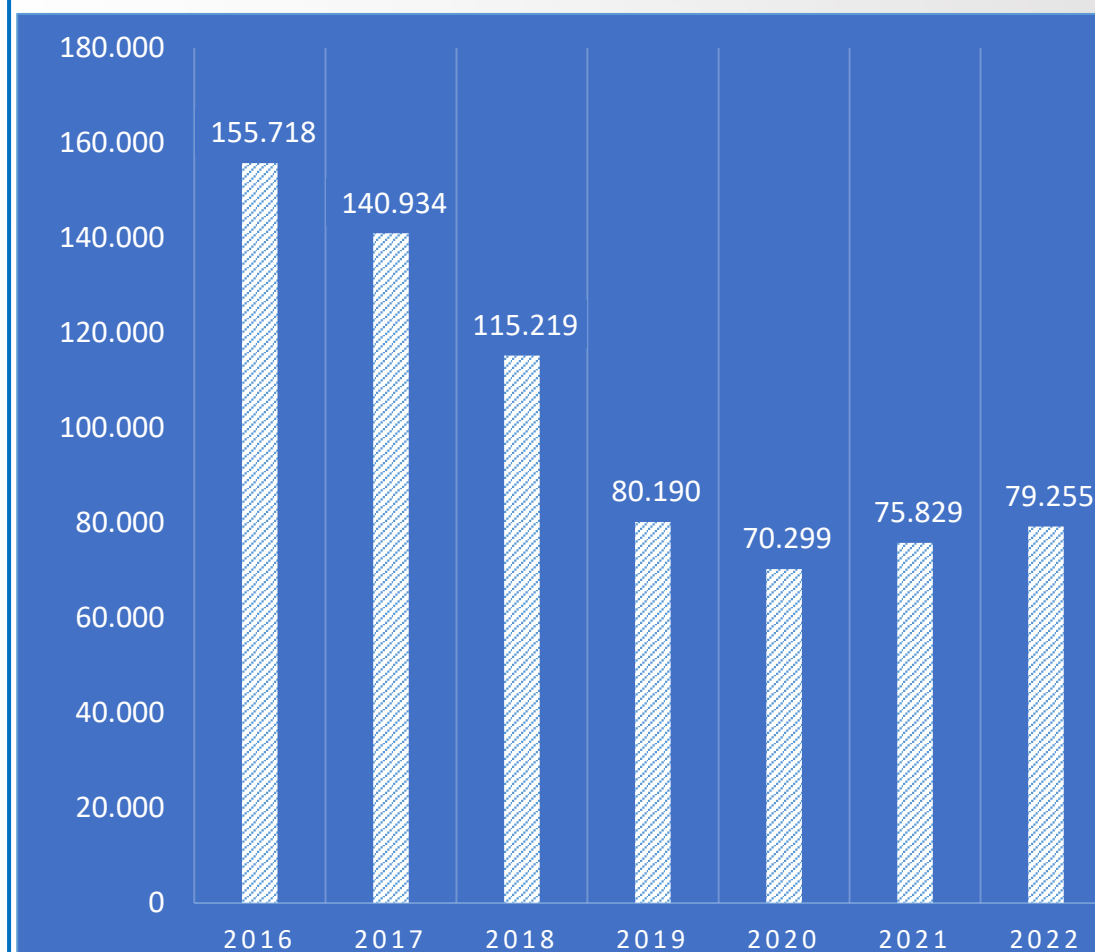
Net Debt



**1.39%**

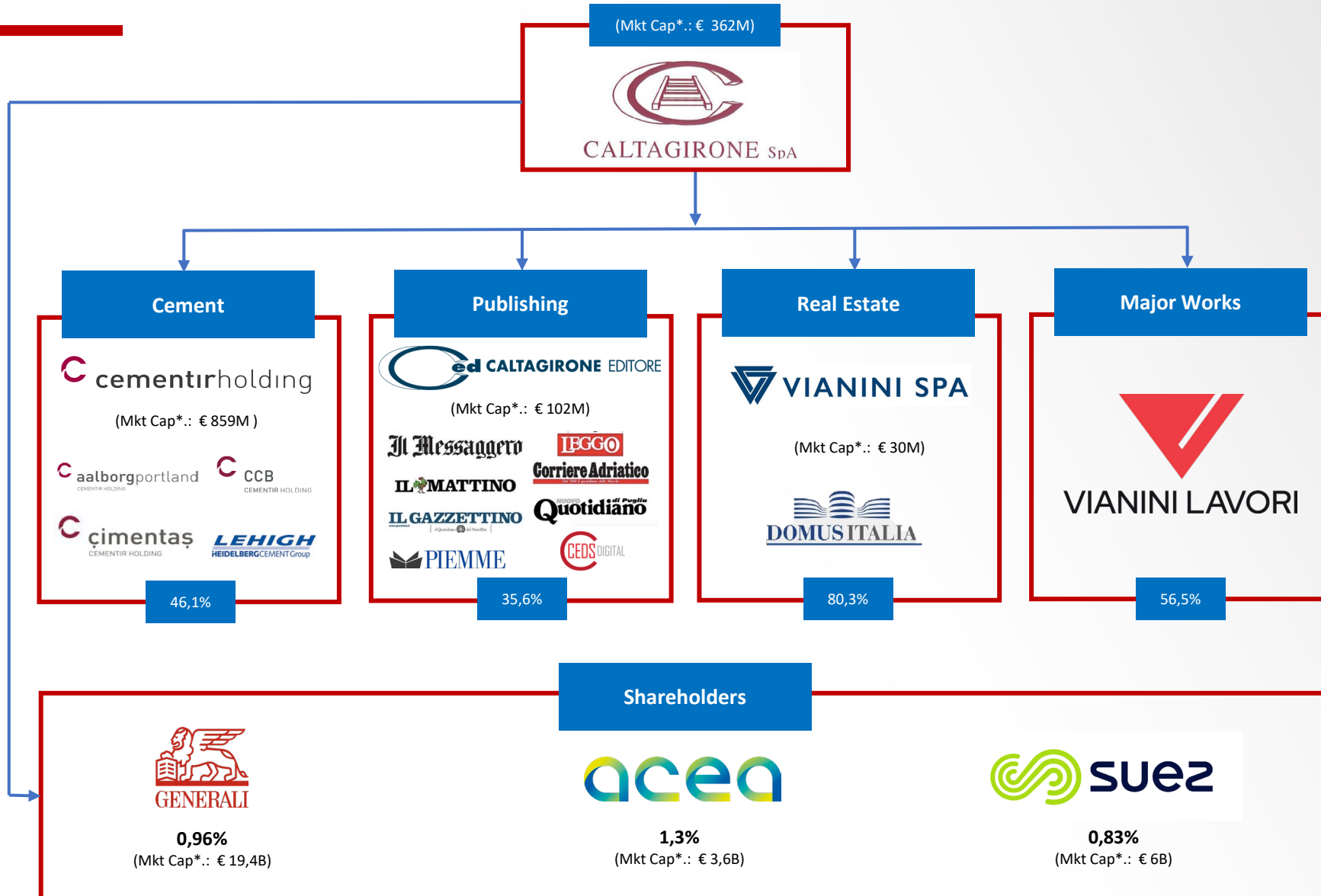
Net Debt/Revenues

## Revenues (MN €)



# VIANINI LAVORI S.p.A.

## THE CALTAGIRONE GROUP STRUCTURE:





## ***I.CO.P. S.p.A. BENEFIT COMPANY***

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**ICOP**, a company based in Udine province and controlled by the third generation of the Petrucco family, is today the **second national operator in the underground engineering sector and national leader for micro-tunnelling activities** with over 100 km of pipelines laid down, also active in the **maritime works and civil engineering sectors**.



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ICOP is a leader in Italy and one of the main European companies in the microtunnelling sector, with branches in Germany, Mexico and Malaysia; it's very active in the Oil & Gas world, where punctuality and quality of service are required.

ICOP is the second Italian company in the field of special underground works, able to cover the entire range of special foundation and land consolidation works, with a stable and structured presence in France and in the Scandinavian countries.

ICOP has a highly qualified internal design studio capable of making available to Clients a wealth of experience gained in over 100 years of activity.

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ICOP operates with its own yards in **25 countries**: from Mexico to Singapore, from Sweden to Colombia. In 12 of these states ICOP established branches with a stable presence on the markets for over 10 years.

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#### Sectors of interest:

foundations and special underground works, micro-tunnelling and direct pipe, maritime works, road works: bridges, viaducts and underpasses.

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- ✓ National leader in the Micro-tunneling segment and one of the main independent players in Europe



- ✓ Second national player in the special foundations market after Trevi and one of the main operators in Europe

# I.CO.P. S.p.A. MAIN NUMBERS:



**€ 92 million**

Consolidated revenues 2022



**€ 382.3 million**

Consolidated Backlog (dic. 2022)



**321**

Employees



**€ 86.4 million**

I.CO.P. S.p.A. S.B. revenues 2022



**€ 321.8 million**

I.CO.P. S.p.A. S.B. Backlog (dic. 2022)

